

The Cimlet

Monthly Circulation 50,000

The gimlet is a small instrument with a point

August, 1912

Damages 10 Cents per annum - The need the money - There may be more numbers - That all depends -

more numbers - That all depends - ...

• This is real second class stuff that pays first class postage - No post offices entered.

FRANCE!!

BEAUTY intoxicated Nation. Here bad taste is immorality, and ugliness is a crime. In France woman stands on a pedestal as the emblem of beauty on earth.

The whole world comes to France to study the beautiful. Here we buy not USEFUL but BEAUTIFUL things to carry back with us to our homes in the Antipodes.

Paris is the playhouse of the world. Here we come to sip a momentary goblet of happiness from the bowl of oblivion!

None ever says "adieu" to lovely France it is always "au revoir"—other places we may never see again, but some day—surely—we will return to the smiling land of beauty—La Belle France!

mike Kinney

Teamster and Editor.

Paris, August, 1912.



ENAMELED WARE SHOW WINDOW

A well arranged window of Enameled Ware is the most attractive and attention compelling window a hardware dealer can arrange. It will always attract women to your store. The above simple window offers a ways that the

The above simple window offers a suggestion as to how an Enameled Ware window can be arranged. Two 30-inch pedestals here used on the side, one 45-inch and two 12-inch pedestals and three shelves were used in the center to give a pyramid effect.



Nos. 1223-24-25

GET READY FOR THE HOLIDAYS

Percolators sell best during the fall months and Holiday season. The Rome line is a ready seller. It has a classy look, is finely finished and splendidly made. If you want to increase your sales you should

Stock Rome Percolators

The Newest and Best on the Market

MADE IN TWO STYLES

Regular Pattern

Per dozen No. 1223-

4 cups, \$28.00

No. 1224— 6 cups, 32.00 No. 1225— 9 cups, 36.00

Colonial Pattern

No. 2023-4 cups, \$36.00 No. 2024—

6 cups, 40.00 No. 2026—

9 cups, 52.00

USUAL TRADE DISCOUNT



Nos. 2023-24-26



PERSIAN DESIGN

This is the new Persian design stove board. Has the exquisite coloring of a Persian rug and is the most beautiful stove board ever put on the market.

Made in paper and wood lined; square and oblong.

Our salesmen have colored illustrations of this new board. Ask to see them on his next trip.



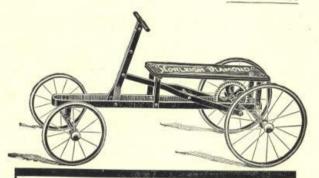
COLT AUTOMATIC PISTOLS

Are quick, positive, accurate and safe. For simplicity, safety and reliability they have no equal. Shoot as fast as you can pull the trigger. For pocket use and home protection they are the most satisfactory.

Mr. Dealer! You should stock Colt Automatics, the big national advertising campaign makes them known

in every home in the land.

Made in 25, 32, 38, 44 and 45 Calibers. Catalogue and prices sent upon request.



Norleigh Diamond Hand Cars

Made entirely of wrought steel and malleable castings, except the seat, which is hardwood, firmly bolted to the frame. Wheels constructed with extra large barrel hubs with outer bearings and 10-gauge spokes.

Extra large steel axles, steel tubing handle,

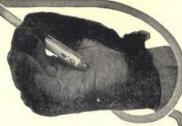
extra strong and heavy braces.

Everything about this Hand Car is strong and durable. It is finely painted, striped and lettered.

Rubber tires are shrunk on to prevent opening at the joints.

	ig at the joints.	Each
N	o. ND7-Junior; length of frame 261/2 inches,	
N	6-inch-front and 10-inch rear wheels	\$5.00
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N	o. ND9-Large: length of frame 3516 inches.	
	10-inch front and 14-inch rear wheels	6.50
	Usual Trade Discount	

Press Button Safety Knives



An all-purpose **DIAMOND EDGE** knife that can be opened without removing the glove.

Locks Open-Locks Closed

making a perfect safety. A knife for the farmer, stockman, mechanic and everybody who wants a strong, substantial knife.



These come twelve knives in a plush lined roll as illustrated, twelve different patterns, six handle combinations. Is $3\frac{3}{4}$ inches long when closed and the large blade is $2\frac{5}{8}$ inches long.

A roll of twelve knives......\$21.60 Order No. S67PB.

Diamond Edge Food Cutters

Are constructed on correct mechanical principles, made with a degree of mechanical and scientific exactness not found in other cutters.

The component



ment is accurate; they are conspicous for their symmetry of proportion and design.

Their capacity and ease of operation make them truly superior to all other machines.

 No. 71—Small, Family Size
 Per Dozen

 No. 72—Regular, Family Size
 316.56

 No. 73—Large, Family Size
 19.00

 No. 74—Hotel Size
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Usual Trade Discount Competitors Talk, but Diamond Edge Sells,







NORLEIGH DIAMOND LANTERNS

This is a line of quality. Several years ago we brought out a high grade lantern under the Norleigh Diamond Brand—because of their exceptional merit, finish and attractiveness they "caught on" and soon became the most popular and best selling lanterns on the market.

They have held the lead ever since and to-day are the standard to which all other lanterns are built-

We have a splendid proposition on lanterns to offer you. Write us or see our salesman.

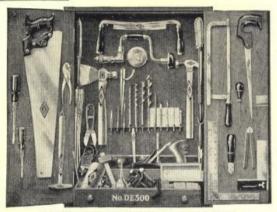
RUGBY BICYCLES FOR WOMEN AND GIRLS



Now is the Time to Buy Foot Ball Goods



"DIAMOND EDGE IS A QUALITY PLEDGE",



DIAMOND EDGE TOOL CABINET

One of the best ways to increase your sale of tools is to put in a few Diamond Edge tool cabinets. In many cases it is just as easy to sell a customer a complete outfit in a cabinet with lock and key as it is to sell a few odd tools. When he buys a cabinet that can be locked up he can always find the tool he wants when he wants it.

When this cabinet is filled with Diamond Edge tools he has the best tools made, because

"DIAMOND EDGE IS A QUALITY PLEDGE"

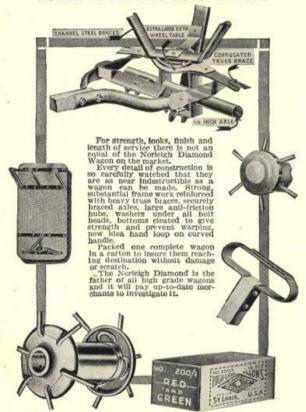
Now is the best time to sell Tool Sets

No. DE500—Illustrated above, with 49 tools. Each . . \$43.00

Usual Trade Discount

Don't overlook Tool Cabinets for Holiday trade.

NORLEIGH DIAMOND BOYS' WAGONS



"DIAMOND EDGE IS A QUALITY PLEDGE"







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Vol. V

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Paris, August, 1912.

PARIS

All Illustrations "Made in Paris."

OW can any man describe Paris? I have been to Paris many times. Every time I leave I swear I will never return. But after a few months or a few years there comes the call of the boulevards. What is the charm of Paris? The town is not clean. The air is full of dust. The noise and rumble never cease. You cross the streets at the peril of life and limb. You know French politeness is only skin deep. You know the French are out for the dough, first,

last and all the time. Only the large department stores have fixed prices. The unsuspecting are robbed and imposed upon at every turn.

Now, understand, I am writing about Paris, not about France. Paris and France are two different things. A Parisian and a Frenchman are not the same. In Paris the men wear fierce beards. All the women—good and bad—paint and powder and use perfume. Perfumery to me is not suggestive of pleasant things. At the opera and the theatres the men walk in, wearing plug hats. Between the acts they put on their hats, stand up in their seats, turn their backs on the stage, and through their opera glasses, unblushingly stare at all the ladies present. My anonymous friend in Milwaukee should see them; he would certainly say that they were not refined. The women, of course, dress beautifully, all except their shoes. Their feet are sights.

When you buy an opera ticket you pay 10 per cent additional for the benefit of the poor. I suppose this is the only way that they can get the Frenchman to "come across." Everything is taxed, even the number of panes of glass in the houses. Americans don't know what real taxation means.

Gasoline in France is worth about 80 cents per gallon. Still, taxicab charges over here are about one-third what they are with us. And the taxicab drivers are the most wonderful chauffeurs in the world. When one taxi bumps into another, the two drivers shake their fists in each other's face. But the law of France is simple—the man who strikes the first blow goes to jail. Therefore, Frenchmen do not strike each other, they just verbally vituperate.



L'EGLISE DE LA MADELEINE



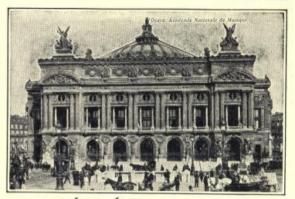
BOULEVARD DES ITALIENS

The match and tobacco trade in France is a government monopoly. You can't get a good cigar for less than 50 cents. This greatly benefits the French nation, as few Frenchmen smoke cigars. If even a well-to-do Frenchman was ever known to smoke a 50-cent cigar, his family would hold a council of war and have him examined by a lunacy commission. In France, you belong to your family. If you work hard and make a fortune and then decide to blow it in yourself, your heirs will get together and have a receiver appointed and he will put you on a limited income. The motto in France is, "Never let go of the coin. Never let it get out of the family." Therefore, the habits and state of mind of a rich Frenchman are always a source of great solicitude and interest to all of his relations.

A father with daughters, if he expects them to marry well, must provide their "dots." As every wife brings money to her husband she has a direct personal interest in the family cash account, and in almost every shop the wife is found presiding over the cash drawer.

The French seem to indulge in the same prayer as does Mr. W. P. Bogardus, of Mt. Vernon, Ohio: "Oh, Lord, let us all be comfortable."

Shopkeepers in Paris live over their shops; they don't waste an hour or two every day going to and returning from business. They wear comfortable clothes and felt slippers. French boys and girls all wear long aprons. Working men and clerks all wear blouses. During the week they dress comfortably for business and don't care who sees them. On Sundays and fete days they dress up and go out into the country. I suppose it must cost the average French shopkeeper and his wife as much as \$25.00 each a year for clothes.



OPERA, ACADEMIE NATIONALE DE MUSIQUE



LA PLACE DE LA CONCORDE

In Paris there are two classes: The workers and the drones. The workers do not indulge in jewelry; they are buying stocks and bonds with their surplus cash. They do not believe in bank accounts. The drones wear jewelry and sail high for a time. I often wondered what became of the gay French. In the United States they can move west.

There actually seems to be no poverty in France. At all hours of the day and night you see wagon loads of bread being carted through the streets. I don't think there was ever a time when I could not look up the street and see a man or woman carrying long loaves of bread. It is good bread, too, and its sale is regulated by law.

We landed at the Gare St. Lazare. It was the same old Paris, busily intent upon its own business and entirely unconscious of anybody else. I believe this is one of the charms of Paris. Nobody cares very much what you do or what you wear, just so you leave them alone. I don't believe, if the naked Igorrotes who came to the St. Louis World's Fair were to march down the Boulevard des Capucines that they would attract more than passing notice.

Paris is a city of extremes. There you will find the best and the worst. One of our party was exceedingly religious; he prided himself upon his impeccability. Now, the queer thing was that every time he walked over to Cook's all the disgusting Parisian guides would tackle him to show him the town. He became furious. He almost said naughty words. He wondered why the guides neglected the rest of us. I told him that the Parisian guide was the best judge of human nature in the world—that he couldn't fool them—that they knew, notwithstanding his pious exterior, he was just hankering to see the sights. After that he didn't speak to me for two days.



NOTRE-DAME, YUE D'ENSEMBLE



ILE DE LA CITÉ

"DIAMOND EDGE IS A QUALITY PLEDGE"

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Mark Twain wrote about Paris in "The Innocents Abroad," With the exception of the taxicabs and the electric lights, Paris has changed little since that time. Of course, if I had space I could write you about the wonderful collection of statuary and pictures at the Louvre. In a special collection this time I saw Millet's "Angelus." It is a little bit of a picture. I didn't really think much of it. Then there was "1914"-Napoleon returning from Moscow. That was also a small picture. Then we went to the Luxemburg and saw some wonderful modern paintings. We also spent a day at the Cluny Museum, where you can see all the different articles of clothing that were worn in the Middle Ages. If you are inclined to be sentimental, your eyes will become dim with tears at a pair of little baby shoes, with worn toes, which were probably put away by some fond mother four hundred years ago.

Then there was the Museum of Carnavalet, where you see a marvelous collection of furniture, clothing and documents of the French Revolution. At the Army Museum of the Invalides you see the actual armor worn by many of the French kings and generals. Here you will see Napoleon's cocked hat, his gray coat, his sword and decorations, and a lot of his camping utensils. There is also the Church of the Invalides, under whose dome rests the body of Napoleon, surrounded by statues of victory and many of the battle flags that he captured.

When you go to Paris, don't fail to visit the Museum of Victor Hugo. It is in the old quarter of Paris, where there are queer, strange houses. It is in the Place des Vosges, formerly the Place Royale, where there took place a tournament in which Henry II. was killed in 1559. This



L'ARC DE TRIOMPHE



PANORAMA PRIS DE L'ÉGLISE SAINT-GERVAIS
"DIAMOND EDGE IS A QUALITY PLEDGE"
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LE NOUVEAU LOUVRE

bit of Paris looks as if it had not been changed for hundreds of years. In the center of this square is an equestrian statue of Louis XIII. And here formerly lived Richelieu, at No. 21; Rachel, the tragedienne, at No. 9, while beautiful Marion de Lorme lived at No. 6. Victor Hugo lived in this square from 1833 to 1848, and wrote some of his best works in a little stuffy bed room, which is shown to visitors. The standing desk at which he wrote is also shown.

You will note among the pictures reproduced is one of Notre Dame. This celebrated cathedral was built in the twelfth century. Some of the greatest events in the history of France have taken place beneath its two towers.

Then there is the Pantheon, in front of which is the remarkable statue, by Rodin, of "The Thinker." The statue is exceedingly simple, but it is one that you will not soon forget.

The picture of the Boulevard des Italiens gives you an excellent idea of the new boulevards that were cut in all directions through Paris at about the time of Napoleon III.

Paris has all been made over, and as a result many of the historical sights have been destroyed. The Opera House is the hub of which these new boulevards are the spokes. I heard several operas here, and while I was not especially impressed with the quality of the singers or with the orchestra, I must say that the stage effects and the scenery surpassed anything I had ever seen. Of course it must be remembered that I went to the opera in August, and that most of the great singers at this time were away from Paris.



LE DOME DE L'HOTEL DES INVALIDES

In this connection I must express my surprise at the poor quality of the French bands. They were simply wretched. Their performances reminded me of some of the town bands I have heard in the United States which played on Saturday afternoons in the little pagoda in the middle of the town square. French bands seem to be composed mainly of trumpets and bass drums. Musical people tell me it is a strange fact that even opera is better produced in New York than in either Paris or Berlin, and that as an operatic center London is simply impossible.

In New York they are willing to pay the price for the very best artists and musicians that the world affords. Nowhere in Europe have I heard such orchestration as I did last winter at the Metropolitan Opera House in New York.

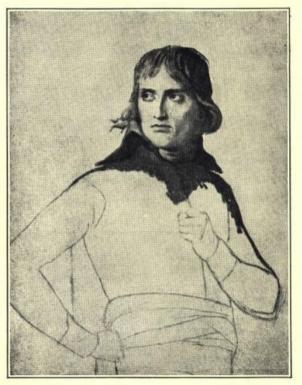
The Madeleine is a very curious church, not only because of the purity of its architecture, but because it is a church without a single window, all the Humination of the interior being from the skylight in the roof. The members of the Legion of Honor are buried from the Madeleine.

Everywhere in Paris one is reminded of Napoleon. From all points you can see the gilded dome of the Invalides, in which his body rests. On bridges across the Seine you



see carved in the stone the well-known letter "N," surrounded by a laurel wreath. In all the stores are pictures and busts of Napoleon. Then. almost everywhere you travel in Europe, except in England, you find the footprints of the conqueror from Corsica. Of all his pictures I have selected as the one that appeals to me most an unfinished portrait by the great David. This picture was painted when Napoleon was about twenty-six years of age, and at the time when he was General of the Army of Italy.

LE PANTHEON



NAPOLEON

"DIAMOND EDGE IS A QUALITY PLEDGE"
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I have a bookful of interesting notes in regard to Paris. I also have my well-thumbed guidebook which brings back so many interesting and pleasant memories. But to describe or even to give a suggestion of Paris in a brief article is beyond the limited ability of a common teamster. I should like to lose myself in this most interesting metropolis for an entire year. The French papers alone are a never-ending source of amusement. From the weekly illustrated French papers even a foreigner can grasp the drift of the thought of the day. The Frenchman has a very fine wit. He sees the absurd and ridiculous. I think my anonymous friend who wrote me from Milwaukee, should also go to France and maybe after he had spent a year in Paris he would take neither life nor himself quite so seriously.

Mike Kinney

Teamster and Editor.

A friend writes from Paris that in France they never allow a crowd of people to gather for fear they are going to start a revolution. He said, a friend of his was over there and stopped at the corner with his wife, thirteen children and three maids, and that the whole bunch was arrested, and he had to call on the American consul to prove that his family was not a mob that had designs on the integrity of the Republic of France.

Each nation grows after its own genius and has a civilization of its own. -Emerson.

Paris, August, 1912.

MODELS

All Illustrations "Made in Paris"

NE of the large family of the feeble-minded who subscribes to *The Gimlet* and who lives in Milwaukee, writes me a letter saying that he did not approve of the "Olympic" *Gimlet*. He states that there was too much "Maude" in it, also too many feet at the end of each article.

The Olympic Gimlet was mailed to me in Paris. I must say that I agree with the gentleman in Milwaukee—there certainly were too many feet at the bottom of the articles. As soon as I opened The Gimlet, I myself was intensely shocked at such an unrefined display of feminine feet. You see I wrote The Gimlet on the S. S. Olympic, but the illustrating was done in Missouri. Therefore, such an exhibition of pedal extremities was really not my fault. To those, however, who have crossed the ocean and have attempted to walk up and down the deck in front of the steamer chairs, so many extended feet will not appear to be out of place. When the ship rolls one does spend a good part of his time falling over feet of various sizes and types of beauty.

But, my dear friend in Milwaukee, you must not lose your temper about *The Gimlet. You must not take my writings too seriously.* I am not attempting to reform the world. In my feeble way I am only trying to provide a little cooling amusement for the pilgrims on earth as they cross the hot sands of the desert.

Now, I know you will not approve of it, but here's an article on the subject of models—not artists' models,

but dressmakers' models. If you should go to Paris, my dear friend in Milwaukee, I fear you would return without seeing all of its various phases of life. That does not make a good traveler. One should travel to broaden the mind and the understanding, and reduce the size of the pocketbook, and one can only do this by laying aside narrow prejudices and studying the world as it is.



It was just by accident that I happened to see real living dress-makers' models. It was not premeditated on my part. Nevertheless, the experience to me was interesting, because I have spent a large part of my time in Poseyville, where the dress-makers don't have living models.

Clémentine, who used to live in Paris, had promised to take us to Fréderic's Café, located somewhere in the Latin Ouarter. This cafe has a world-wide reputation for serving compressed duck. Fréderic himself has crossed the Great Divide, but his reputation and his ducks still linger. They first carve the duck, and then put the carcass in a press and squeeze all the juice out of it. This juice makes the celebrated Fréderic gravy. Each guest is given the number of his duck and ours happened to be 36,002. But how I do

wander away from my subject. This article is not about ducks.

You see Clémentine told us to call at Jeanne Halet's dressmaking establishment, 3 Rue de Ville Il'Eveque, at 11.30 in the morning, pick her up and go with her to Fréderic's. When Carmencita and I arrived at Madame Halet's emporium, Clémentine in some mysterious upper sanctuary was receiving the finishing touches to her fitting, and word was brought down for us to wait. We were shown to seats on a luxurious Empire sofa in pale blue, in a spacious pale blue room, with a skylight covering the lofty ceiling. The light was softened, just as in an artist's studio, by a transparent curtain under the skylight. Here and there about the room were long dressing mirrors, but the apartment had more the appearance of a handsome drawing room than a dressmaker's emporium.

On sofas placed against the walls groups of American ladies were sitting. Most of these ladies who had crossed the "forty line" were distressingly plump. The young girls with them were pretty, but their mothers indicated all too plainly what a few years more would bring forth for the daughters. Some of these Americans were painfully stiff and artistocratic. They carried lorgnettes and tried to use the broad "a" in the right place. Other American ladies were not quite so reserved, but laughed and talked loudly-in that peculiar American manner. Still others sat with a careless disregard as to whether their toes were turned in or out and how much of their silk stockings they displayed. Under some circumstances and amid certain surroundings one does not notice such peculiarities, but in this drawing room, in its pure Empire style such American eccentricities were strongly emphasized.

By the way, my super-refined brother in Milwaukee, while I do not wish to touch upon a subject that is painful to you, still I should like to know whether you have observed in the past year how careless some of our American ladies



have become in displaying their hosiery. Why, coming home the ship. on Mr. Shoenberg, of the Famous-Barr Co. department store in St. Louis, told me that the sale of silk stockings in the United States in the past year had increased in enormous proportions. He said that naturally, short and tight dresses led to a display of ankles, and this in turn led to a large increase in the wearing of fine hosiery. Probably this may be one of the undiscovered. causes of the high cost of living.

Another gentleman on board, who was also in the department store business, said that no self-respecting shop girl would think of wearing anything except silk stockings.

While I sat, ill at ease, meditating on these and other things and waiting for Clémentine, unexpectedly a willowy vision in a clinging ball gown floated over the blue carpet, in that soft, carefully modulated atmosphere. I say "floated" advisedly. She did not seem to walk. The word "walk" would be entirely too common to use in connection with her mode of progression. She floated before each group of "sum-Americanus," turning here and there—pausing—stopping—revolving—almost up to you then away. She would pause before a mirror, then turn slowly around so you could study the back, front and sides of the costume. She was The Slim Princess, all right, all right. Her eyes were dark and full of poetical expression. She reminded me of Jeanne d'Arc listening to the call of unseen angel voices. She was certainly a handsome girl. and, dressed in one of the season's latest creations, she moved before us, then silently disappeared, like an apparition from the days of the Empire, bidden for a short space to return and tread the earth again. An American miss sitting next to me, chewing gum, pigeon-toed, knees far apart, remarked that she "liked the color scheme tolerably well."

I had scarcely caught my breath when in walked, with quick step, a fairy adorned in brown velvet and furs. How marvelously the shades of brown harmonized! As she stepped blissfully before the various groups of American ladies, in my mind's eye I could see her out walking in the park on a clear, cold afternoon. The costume was complete, even to gloves, bracelets and walking shoes. She was the finished product, all right, even to the one large jewel blazing in the front of her smart fur hat.



Then, like ghosts summoned by the witches in the play of Macbeth, the living models came in, one treading upon the heels of the other, wearing gowns for any and all occasions. Young models with golden hair wore dresses for young girls-jeunes filles. There were blondes. brunettes and girls with rich brown hair. All walked softly and with short steps. All were slim. Slimness surely must be the fashion. Therefore, my American sister, get thee not to a nunnery but to a Turkish bath. Roll thee-diet thee-walk thee-ruin thy nerves-put thy heart out of tune-get thee irritable-make home a little hades for thy fond producer-but, dearest, get thee-slim! (At this point I can hear the maledictions of the gentleman from Milwaukee. But. my dear sir, if you don't like it, why do you read it? Pass it over to your better half. Don't forget that fully twenty-five per cent of the subscribers to The Gimlet are members of the

fair sex, also don't forget, if you are a hardware man, that the fair sex buy eighty per cent of all the goods purchased in the United States.)

I can hear a chorus of my feminine readers asking, "What will be the fashion?" Far be it from a teamster to be posted on such matters. But still I would not be an observer if I had not gathered certain impressions at this seance of the models. I have an indistinct recollection of big turn-back collars and also cuffs of wondrous size. There were buttons selected from the clothes of the giant who "smelled the blood of an Englishman." Colors were solid, brilliant and unashamed. Colors were arrayed against colors like the sunsets I have seen on the plains of Western Kansas. Then there were folds carelessly draped upon folds. Sewing there seemed to be none. Safety pins could have done the trick.



I was told that certain costumes were in the Robespierre style. Who would have thought of bloody Robespierre setting a fashion? To what base uses do we come. I remember on one occasion I wrote a certain dealer a letter soliciting his business, and he wrote back saying that he was entirely satisfied with the house from which he was buying his goods. In reply I told him that

if he was contented he was one man in a million, and that by all means he should not change his account. To this letter he answered that I reminded him of Robespierre, "who could smell a rose with one hand and sign a death warrant with the other." After that shot, I read up on Robespierre, and I found that he was something of a politician in his ward.

Well, deary, the styles were certainly impressionistic. Ball gowns looked like creations made of tissue paper. But out of the ethereal palette of colors the slim models stood forth as beings of a lovely world in which no mere man would have the audacity or poor taste to ask "how much?"—a world in which mere physical food and drink would be a vulgarity.

After seeing this show, I was not surprised that American women go broke in Paris on dress. No doubt, each and every one of the dears thinks that when she buys these gowns she will look just like the models. In my vulgar teamster fashion I could not help wondering how the pigeon-toed young lady would look in one of these ball gowns—how she would walk, and the kind of impression she would create when she returned to Poseyville.

Then Charlie Stix, who is up in such matters and who conducts the Grand-Leader department store in St. Louis, told me that he was always glad when a woman brought home a Paris gown, because it established a new standard, other ladies wanted something just like it, and it invariably started a boom in the latest fashions, and, of course, the Grand-Leader always had advance information on Parisian modes.



COSTUME DE GAMBLE-IS IT A GENTLE TOUCH?

But, of course, the selling end of the proposition appealed to my commercial mind. Certain low-voiced, pleasant-mannered high priestesses presided over this Temple of Fashion. They were gowned in simple black, with dainty white collars and cuffs. It was not for them to compete, even for one fleeting second, with their own models. I studied these women. For tact, patience, self-control, suggestive selling ability and knowledge of human nature I commend thee to the Parisian modiste.

Finally, Clémentine descended from the upper regions. Her face was slightly flushed and I could not help but wonder, if, like the duck at Fréderic's, she too had been compressed. But in her eye was the light of conquest. Her artistic soul had been satisfied. As we threaded our

way in a taxicab through the streets of Paris, over into the Latin Quarter, I still wondered about the modiste. After a hard day's work with her American customers, when she sits down to her café noir, I wonder whether she swears or laughs. I wonder!

Perhaps with her, just as with you and me and all good teamsters, she takes it all as being in the day's work.

Yours fraternally,

Mike Kinney

Paris, August, 1912.

MULAI HAFID

An Essay on a Sultan who abdicated.

OW many Americans have had the honor of sitting in the presence of royalty? One night I was working some of this miserable dope out of my system in a hotel at a French health resort. I was alone in the writing room. Some people entered the room, but I did not look up. Then more people came in. The conversation I suppose was in French. Then I heard the swish of ladies' silk skirts. People were standing all around me.

Finally a dark hand in a long white sleeve was placed on the edge of my writing table. I looked up, and imagine my surprise when I discovered that I was surrounded by a lot of chocolate-colored gentlemen all dressed in flowing white robes. Some of them under their robes had on military costumes, blue and silver, with hundreds of little round buttons. These gentlemen wore beautifully curved scimitars and the hilts were incrusted with precious stones, Among them were French army officers in their brilliant dress uniforms. There were also gentlemen in plain evening dress and ladies in fancy evening toilettes. These ladies were being presented to a tall, chocolate-colored man with a black beard, who stood only a few feet from my desk.

It dawned upon my alleged mind that I was sitting in the presence of Mulai Hafid, the ex-Sultan of Morocco, and that this was a little reception just before a dinner party. Now, what was the proper thing for me to do? I should not, of course, sit in the presence of royalty. On the other hand, would it not have been absurd for me to rise, as I was not a member of the party? Some men would have known exactly what to do under such circumstances, but I didn't, and so as I was busy I just pretended to keep

on writing, notwithstanding the fact that I was the only one present in the room not standing.

That evening I went to hear "Roma," the last opera written by Jules Massenet, who has just died. In the midst of the opera, his Royal Highness with his suite entered a box. The entire audience rose, the opera stopped, and the orchestra played the Marseillaise. This time I stood up with the rest of the bunch. Afterwards at the Casino I saw 'Is Royal 'Ighness make several bets at Roulette, as did also his Vizier and some of the military men with him.

You know, Mulai became unpopular with his own people, so the French Government arranged for him to abdicate in favor of his brother, with the understanding that they would pay him 350,000 francs (\$70,000.00) per annum as long as he lived. Mulai lives at Tangier, and they tell me that he has a beautiful palace and that he loves to play with all sorts of Yankee inventions. I again saw him at the aeroplane grounds, and, still later, at the moving pictures in Paris, which latter place he was requested to leave by the French Government, because he stirred up too much of a circus.

The picture which is here reproduced, was taken from one of the Paris papers. I think it is rather undignified, don't you, to show the ex-Sultan of Morocco with a bottle of Celestins Vichy in his hand? Just between you and me, Mulai is a cheerful, good-natured looking chap, and I haven't any doubt that he congratulates himself upon the fact that he has a fixed income, guaranteed by the French Government, in these days when the job of holding down a throne is such an uncertain one.

mike Kinney

Teamster and Editor.



MULAI HAFID—Ex-SULTAN MOROCCO
Illustration "Made in Paris"
"DIAMOND EDGE IS A QUALITY PLEDGE"

425

Paris, August, 1912.

CHIENS DE EUROPE

All Illustrations "Made in Paris"

N the United States we make the mistake of thinking more of children than of chiens. It is quite different in Europe. Over here this summer I have seen more different kinds of dogs, under different conditions and circumstances, than ever before in my lurid career. Over here dogs have the entree everywhere. You meet



them occupying seats in the first class carriages on the trains de luxe. When the train stops for five minutes, charming ladies alight and exercise their dogs up and down the platform.

At the best hotel in Trouville, and everywhere else we went in France, dogs had their places at the tables in the main dining rooms. Waiters pulled out the chairs for the dogs, and they were served out of plates on the table with the most careful consideration. Now, this is no exag-

geration. I know you will think that I am drawing the long bow. Why, my dear, if you travel in Europe at the fashionable places without a dog, you are not exactly in it, you are looked upon with suspicion. I must admit that most of these dogs had excellent table manners. None of them ate with their knives, barked aloud, or in any way unduly asserted themselves in a vulgar manner.

These dogs seemed to belong to ladies of all nationalities—English and German, as well as French. The sight of dogs in the dining rooms



became so common, that after the first shock I paid no attention to fashionably gowned, orientally jeweled ladies with big or little dogs sitting at the table beside them. The dog, who, in America, has always been the children's friend and playfellow, over here seems to have usurped the children's place in the affections of the fashionable elect.

Stout ladies seemed to prefer small dogs. Small women selected big dogs. The large, fierce-looking wolf dog was both popular and picturesque. It was amusing to observe

at the bathing resorts beautifully formed young women, dressed in one-piece knit bathing suits, running on the beach and diving into the ocean with these big, powerful wolf dogs. They make an interesting picture sporting in the waves together.

Well, say, I wonder if the rich and pampered Romans, just before their fall, had such a run on



dogs. I have exercised, walked with, traveled with, dined with and also slept with dogs on this journey. At a certain hotel I rose early one morning and was shaving with my trusty Diamond Edge safety razor. when I felt something brush against my leg. I was considerably startled, as I supposed I was alone. I glanced down. and there were the large, soft. appealing eyes of a dog looking up into mine. He had been accidently locked in with me all night. I gave him water, opened the door, and with

a quiet, well-bred manner he wagged his tail in a fond adjeu.

French dogs do not rush out and bark at passing motors. They are too polite. I attempted to make friends with a number of dogs, but they did not understand English, and no one can understand my French except taxical drivers.

Dogs in Geneva all wear muzzles, but these muzzles, I regret to say, do not always fit the dogs. This is exceedingly trying to a French dog of good taste. Some of these little dogs wearing large muzzles reminded me of

the story of General Ben Butler, of Massachusetts, who, as you know, was also a great lawyer. A law was passed in his town by some of the local legislators that all dogs should wear muzzles. Ben Butler's big Newfoundland appeared with a small muzzle attached closely to the stump of his tail. The dog was immediately arrested. General Butler replevined his dog, and in the lawsuit that followed proved to the satisfaction of the jury that he had obeyed the law, as the statute did not clearly state where or how the muzzle should be attached.

In France there are dog cemeteries and quite an extensive dog literature. There are dog postal cards, and the pictures accompanying this article are reproduced from some of these cards.

I am moved to write this article on dogs, because two of my friends, one a lady and the other a gentleman, have written, asking me to bring them home certain dogs. In this public manner I decline the commission. I am still a believer in babies, and I suggest to my friends that they stick to the good old American habit of keeping a baby in the family. Dogs are all right—far be it from me to say anything against dogs—but I do hope that the dog fashion will not become quite so prevalent in the United States as it is in Europe. I maintain the proposition that, taken all in all, babies are to be preferred to dogs.

There is a great business done abroad in dog collars, whips, chains, blankets, baskets and harness.

I noticed many ladies had a neat leather dog whip, with a snap in the butt that they also used as a dog lead. I wonder if "Weary Willie" has any of these in his department.

Mike Kinney

Teamster and Editor.

OF A NEWFOUNDLAND DOG

By LORD BYRON

This monument is still a conspicuous ornament in the garden of Newstead. The following is the inscription by which the verses are preceded.

"Near this spot
Are deposited the Remains
of one
Who possessed Beauty
Without vanity,
Strength without Insolence,
Courage without Ferocity,
And all the Virtues of Man
Without his Vices.

This Praise, which would be unmeaning flattery
If inscribed over Human Ashes,
Is but a just tribute to the Memory of
'Boatswain', a Dog,
Who was born at Newfoundland,
May, 1803,
And died at Newstead Abbey,
Nov. 18, 1808."

(OVER)

When some proud son of man returns to earth, Unknown to glory, but upheld by birth, The sculptor's art exhausts the pomp of woe, And storied urns record who rests below: When all is done, upon the tomb is seen, Not what he was, but what he should have been; But the poor dog, in life the firmest friend, The first to welcome, foremost to defend, Whose honest heart is still his master's own. Who labors, fights, lives, breathes for him alone, Unhonored falls, unnoticed all his worth, Denied in heaven the soul he held on earth: While man, vain insect! hopes to be forgiven, And claims himself a sole exclusive heaven. Oh man! thou feeble tenant of an hour, Debased by slavery, or corrupt by power, Who knows thee well must quit thee with disgust, Degraded mass of animated dust! Thy love is lust, thy friendship all a cheat, Thy smiles hyprocrisy, thy words deceit! By nature vile, ennobled but by name, Each kindred brute might bid thee blush for shame. Ye! who perchance behold this simple urn, Pass on-it honors none you wish to mourn. To mark a friend's remains these stones arise: I never knew but one-and here he lies.

Newstead Abbey, Nov. 30, 1808.

We are hot stuff on all dog (chien) accessories. Write for our dog jewelry catalogue.

mike



ANENT MAIL ORDERS

Say, brother, are you aware that if there is one single good thing about the DIAMOND EDGE emporium, it is their brand of mail order "GOOD SERVICE?" Now, the head of this department cabled me to Paris that all kinds of prosperity and good crops were on tap for everybody in the United States, and, therefore, he had selected the month of October in which to make a record in mail orders. Of course I know that a good many houses stick you when you send an open mail order, but the DIAMOND EDGE emporium mail order service is too smart to play that short-sighted French game. They realize too well that money is made, not on one single order, but by encouraging the mail order habit In a customer.

As a matter of fact, if you are going to send only one single mail order, then it will hardly pay for me to have used my monumental intellect in writing this article. What we want is for you just to have enough confidence to trust the DIAMOND EDGE emporium with your filling-in mail orders, for big or little lots, every day or two or every week, just as you need the goods. We won't kick if you put us to a lot of trouble on a single little order, because we figure on the average of your business.

Now, you and I believe in results. No man can get results himself unless he helps somebody else get results. Suppose you help us get results by giving us a trial with—say—five or six little mail orders in October, and we in turn will try to help you get results by giving you prompt service and prices that will not make you swear at the increased cost of living.

Ofcourse, I might say more on this subject, but you see the point—"Vat ve vant is mail orders."

Yours for big business in small mail order units,

mike



In answering these want ads, address THE GIMLET, except where special address is given.

FOR SALE OR TRADE.

One-half interest in up-to-date hardware stock, in one of best towns in Willamette Valley, Oregon. Stock invoices \$7,500.00. Will trade for hardware, furniture or grocery stock, located in Northeastern Oklahoma, or a good farm.

240 acres of irrigated land for a stock of hardware, furniture and implements. If too large, will divide it.

FOR EXCHANGE.

Well located and well improved farm of 106 acres, near Center, Mo., only 4 acres of rough land, balance in grass and under cultivation. All up in first class condition. Mortgage, \$4,000.00. Will trade for good hardware stock.

240 acres of land near Center, Mo., all level prairie land, with good fence on outside—no buildings. Good orchard. Will trade for stock of hardware or implements, from \$7,500.00 to \$10,000.00.

Up-to-date stock of jewelry, in Kentucky town. Party wishes to exchange for hardware stock; some dry goods and notions will be taken in if not enough hardware to cover the amount of jewelry. Will send accurate inventory of stock to any person interested.

Party owning two modern dwellings in Kansas City, Kan., worth \$9,500.00 with \$2,000.00 mortgage, wishes to exchange same for hardware stock in medium sized town in Kansas.

140-acre farm in Illinois, well improved, in exchange for good stock of hardware, valued from \$5,000.00 to \$8,000.00. Illinois or Missouri preferred.

WANTED TO INVEST.

Party 33 years old, married, has \$2,500.00 to invest in some good hardware concern where "new life" is wanted in the business. Experienced in builders' hardware especially, and can give best of references.

WANTED.

We have customer who wishes to buy 25 to 40 feet second-hand Warren shelving, in good condition. Same customer desires secondhand safe, weighing from 1,500 to 1,800 pounds.

Full line of second-hand tinners' and plumbers' tools, in good order. Prefer them in Oklahoma, Texas or Kansas. Give list and price in first letter.

In answering these want ads, address THE GIMLET, except where special address is given.

BUSINESS OPPORTUNITY.

We know of excellent opportunity where party with \$3,000.00 to \$4,000.00 could do good business by putting in stock of hardware, implements and furniture, in Arkansas town of 800 people. Town only four years old and in fine agricultural section.

We know of excellent opportunity where party can buy part interest in well established hardware business, in Texas town of 2,500 inhabitants. Also residence property if desired.

Party engaged in furniture business in good town in Florida, desires a partner experienced in the hardware business to invest and add a full line of hardware.

PARTNER WANTED OR WILL SELL STOCK.

Partner with \$2,500.00 wanted to take half interest in a good paying hardware business in Colorado, or will sell entire stock if desired.

HELP WANTED.

Party in Iowa desires good tinner—one who is sober and can be relied upon.

Large gun company in Arkansas, desires good gun and revolver repair man. Salary \$18.00 per week for right party and permanent position.

POSITION WANTED.

Party 38 years old, married, with four years' experience with one concern in Arkansas, desires a position as clerk with some good retail hardware concern. Prefers Oklahoma or New Mexico.

By young man that has had two years' experience with retail hardware store and can help with tinning. No booze or cigarettes.

Party 37 years old, thoroughly familiar with hardware business (having been raised in the hardware business), with A-1 references, desires position or will invest as partner or buy good small stock in first class shape.

Party qualified to take care of both the buying or selling end of retail hardware business and also first class bookkeeper, desires to secure position with somefirm in the Northwest, Idaho, Oregon or Washington preferred. Must make change on account of wife's health.

Party 29 years old, married, with 10 years' experience in selling hardware and harness—practical harness maker, desires position with some good firm. Can give references as to character and ability.

Party with 20 years experience in retail hardware business, from manager to part owner, desires position with some good hardware concern. Can give best of references as to ability, habits, etc.

In answering these want ads, address THE GIMLET, except where special address is given.

FOR SALE.

\$6,000.00 stock of clean and up-to-date hardware, cutlery, ammunition, guns, tools, stoves, etc., also roofing material. Will sell or rent building. Business established over 20 years. Located in Missouri town of 2,000 inhabitants. Surrounded by good farming country.

\$5,000.00 stock of hardware in small Northwestern Kansas town, on the Missouri Pacific Ry. Will sell for cash or trade for small

hardware stock in German settlement.

Up-to-date plumbing shop with stock of \$2,500.00, in good live town of \$,000 in Kansas. Doing steady business. First class place for right party. For sale on account of poor health.

Clean, up-to-date stock of hardware, harness, fixtures and implements. Stock will invoice about \$1,700.00; shelf hardware amounts to \$1,200.00, falance implements. Doing good business. Poor health, reason or selling.

One of the best hardware stores in the Middle West, located in tom of 25,000 in Kansas. Stock will invoice \$10,000.00 to \$12,000.00. Excellent opportunity.

\$3,000.00 hardware and implement stock, in small Kansas town, \$30.00 rent for store and residence property. Surrounded by good farming land. Good opportunity.

\$7,000.00 stock of hardware and general merchandise, in small Northwestern Illinois town. Good opportunity.

Good stock of hardware in Iowa town. Building, 30 x 90 feet. Will self-or rent building. Good opportunity for party wanting established business where he can make money.

Clean stock of hardware, located in college town of 10,000 inhabitants, in Northern Colorado. Ideal place to live. Stock will invoice about \$9,000.00. Doing good business. Other business, reason for selling.

In town of 200 inhabitants, stock of hardware which will invoice about \$4,000.00. Stock can be reduced to \$3,000.00. Cash only. Also store building for sale, valued at \$3,000.00. Will sell stock only if necessary. Compelled to move west on account of health. Cod farming locality.

Hardware stock located in western part of St. Louis. Will invoice about \$1,000.00; fixtures about \$200.00. Doing monthly business of \$400.00. Good established business. Corner location. Cheap rent. On one of the best car lines in city. Good neighborhood. Reason for selling, other business interests make it necessary to leave city.

\$15,000.00 stock of shelf hardware, builders' hardware, tools, tin and wooden and enameled ware. Also tin shop in connection. Excellent opportunity. Located in good Illinois town. Will sell or

In answering these want ads, address THE GIMLET, except where special address is given.

FOR SALE-Continued.

rent building, valued at \$9,000.00. Rents for \$65.00 per month. Payment, part cash; balance bankable notes.

Best and cleanest stock of hardware, stoves and implements in Ohio county seat town of 8,000. Stock will invoice \$1,500.00 to \$2,000.00. Can be reduced to suit. Best farming county in the State. Reason for selling, want to retire from business.

Stock of hardware, furniture, implements, vehicles, etc., invoicing about \$4,000.00, in a Missouri town, 80 miles northwest of St. Louis.

General merchandise stock, consisting of hardware, groceries, dry goods—in fact, anything in a general merchandise line, invoicing about \$17,000.00. Stock in fine shape—no old stock on hand. Population, 850. Big surrounding farm and stock country. Business all strictly cash—no credits. One brick store building, 45 x 60 feet, with large basement. Large 2-story frame warehouse, sheds and poultry sheds. Building almost new, worth \$10,500.00.

Good stock of shelf hardware, cutlery, edge tools, in fact everything carried in an up-to-date country store, in small Oklahoma town. Will invoice about \$7,500.00. Store worth \$3,500.00. Also other residence property, valued at \$3,500.00. Excellent opportunity.

Clean stock of hardware, in Central Nebraska town of 1,200. Stock invoices about \$4,500.00. Only two other stores in town. Sales average about \$1,200.00 per month. Good reasons for selling.

\$4,500.00 stock in a general store in Northeast Oklahoma. Surplus stock for cash. Business incorporated—\$25,000.00 fully paid in. Annual business, \$85,000.00. Reason for selling, poor health.

Nice clean stock of hardware invoicing about \$5,200.00, in town of 1,000 population, in South Dakota. Good schools, churches, electric light plant. City waterworks. Good farming section all around. One of the best towns of its size in South Dakota. Will sell stock, store building and residence, if desired.

\$15,000.00 stock of hardware, furniture, undertaking goods, implements, buggies, wagons, etc., in Oklahoma town of 300. For eash only. Parties own building 50 x 90 feet, two-story brick; 20 x 130-foot warehouse, 25 x 50-foot warehouse. Only hardware store in town. Located in first class German community. Annual sales, \$36,000.00. Reason for selling, parties desire to retire from business.

\$6,000.00 general stock of merchandise, in one of banner crop sections in Northern Missouri. Coal mines running steady, employing 150 men and increasing daily. On main line of St. L. C. & K. Ry. Banking town. Building for sale or rent. Must sell on account of bad health.

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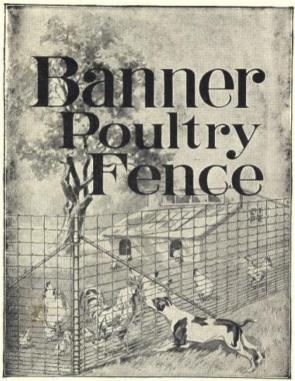
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With Enameled Steel Stock Cabinet

ASSORTMENT No. 800

This is a new idea in padlock display. The enameled steel cabinet will last indefinitely, always looks good, can be cleaned with a damp cloth and kept like new. Displays twelve padlocks, has shelves in back to hold stock. Assortment consists of five dozen assorted padlocks to retail at 10c, 15c and 25c each. Size of cabinet 11\%x7\% inches high. Suitable for setting on show case or counter.

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Dealers' hesitation and timidity is depriving them of large and profitable sales. Sell Red Cross Dynamite to waiting farmers. Tell them you want their trade by using our free signs, booklets and co-operative helps for Du Pont dealers. Start now before other dealers secure your opportunity.

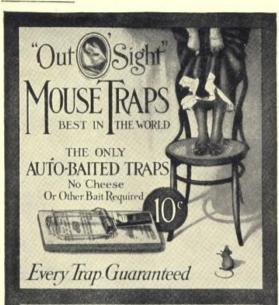
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DU PONT POWDER COMPANY Wilmington, Delaware





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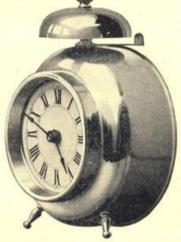
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The official figures of International Military Rifle Match at Olympic Games, Stockholm, show that the United States Rifle Team led its nearest competitor (Great Britain) $5\frac{1}{2}$ per cent for accuracy. The test and match were held at same ranges, 300 and 600 meters.

QUESTION: Would the United States Rifle Team have won the World's Championship with ammunition 20 per cent less accurate?

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What if it was put up in a corking good box and insured the dealer a nice fat profit on every one he sold? -What if it's carried in stock by 325 wholesalers?

What if through advertising its sales have been increased in less than three months from 160 to 1090 every day in the week?—

What if it's made by Westclox, La Salle, Illinois?

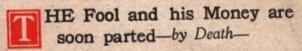


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MONEY SERVES ITS BEST PURPOSE WHEN IT IS TURNED INTO A THING OF BEAUTY THAT FEEDS THE SOUL.

ORIGINAL-THOT OUT BY

Mike Kinney

Teamster and Editor.

